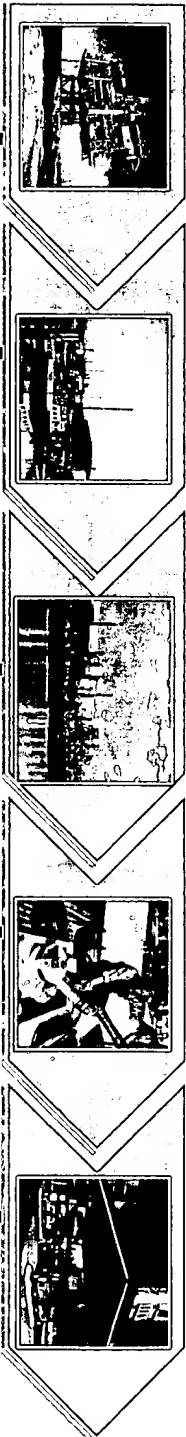




# Value Chain Oil & Gas

Exploration & Production      Primary Distribution      Refinery      Secondary Distribution      Service Station End Consumer



## Collaborative Business Scenarios

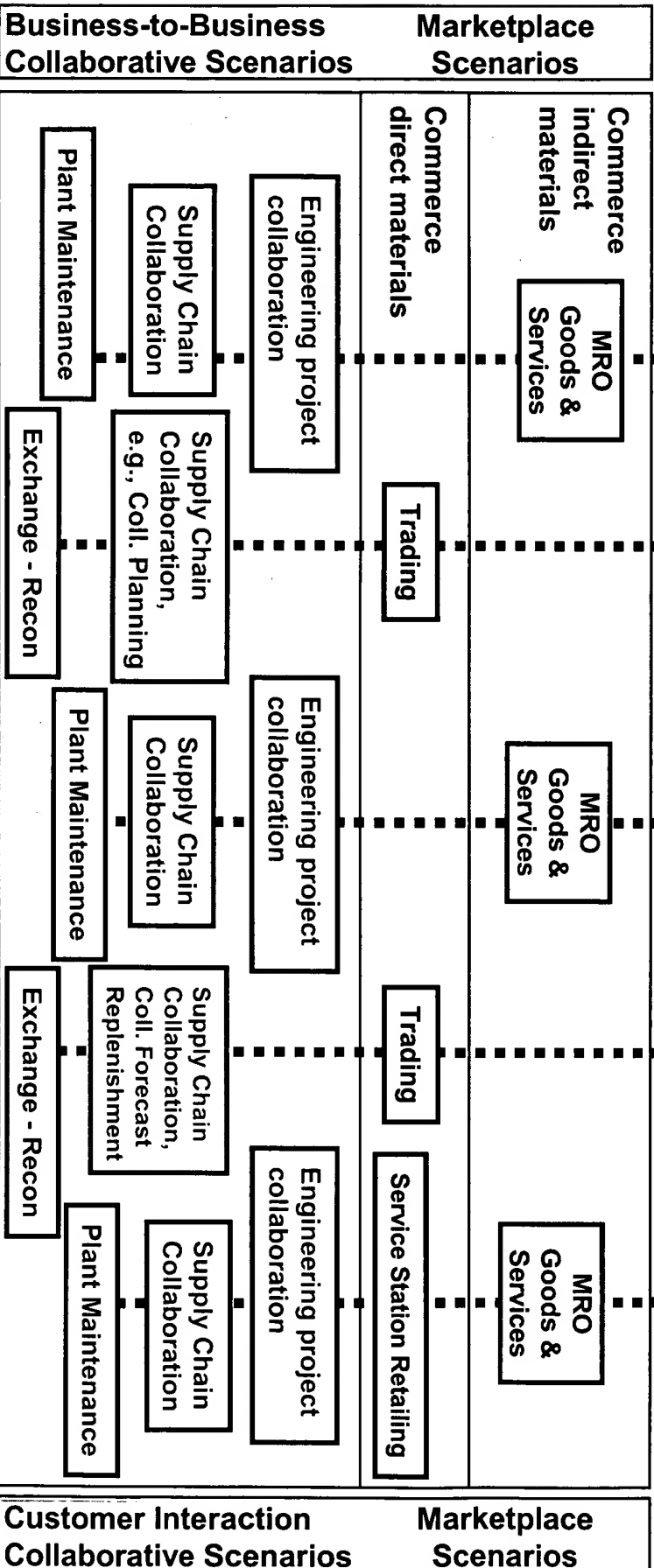
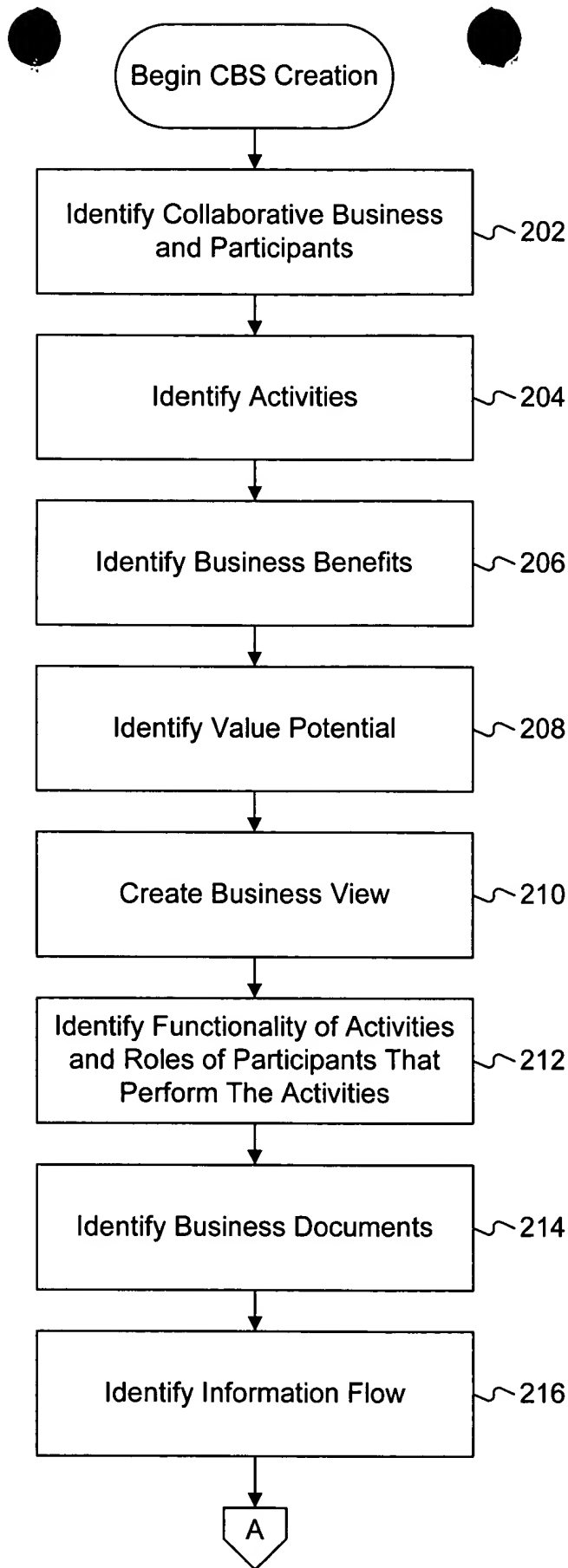
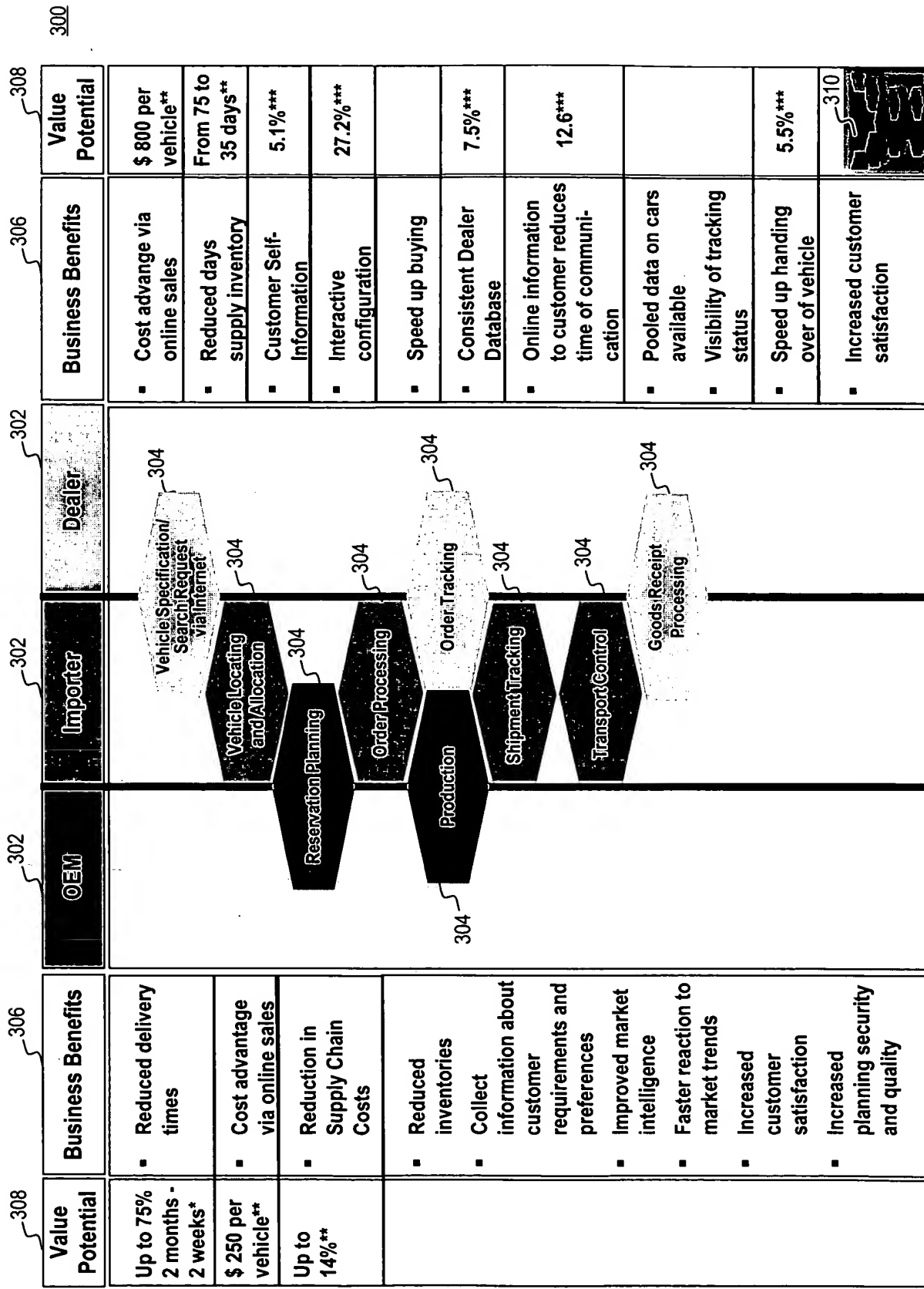


FIG. 1



**FIG. 2A**





Sources: \* Major European Automotive Company  
 \*\* Goldman Sachs Research Analysis, January 2000  
 \*\*\* Percentage of Cost of Sales for new vehicle (DM 453,588 for Germany), Harvard Business manager, 1/2000

FIG. 3

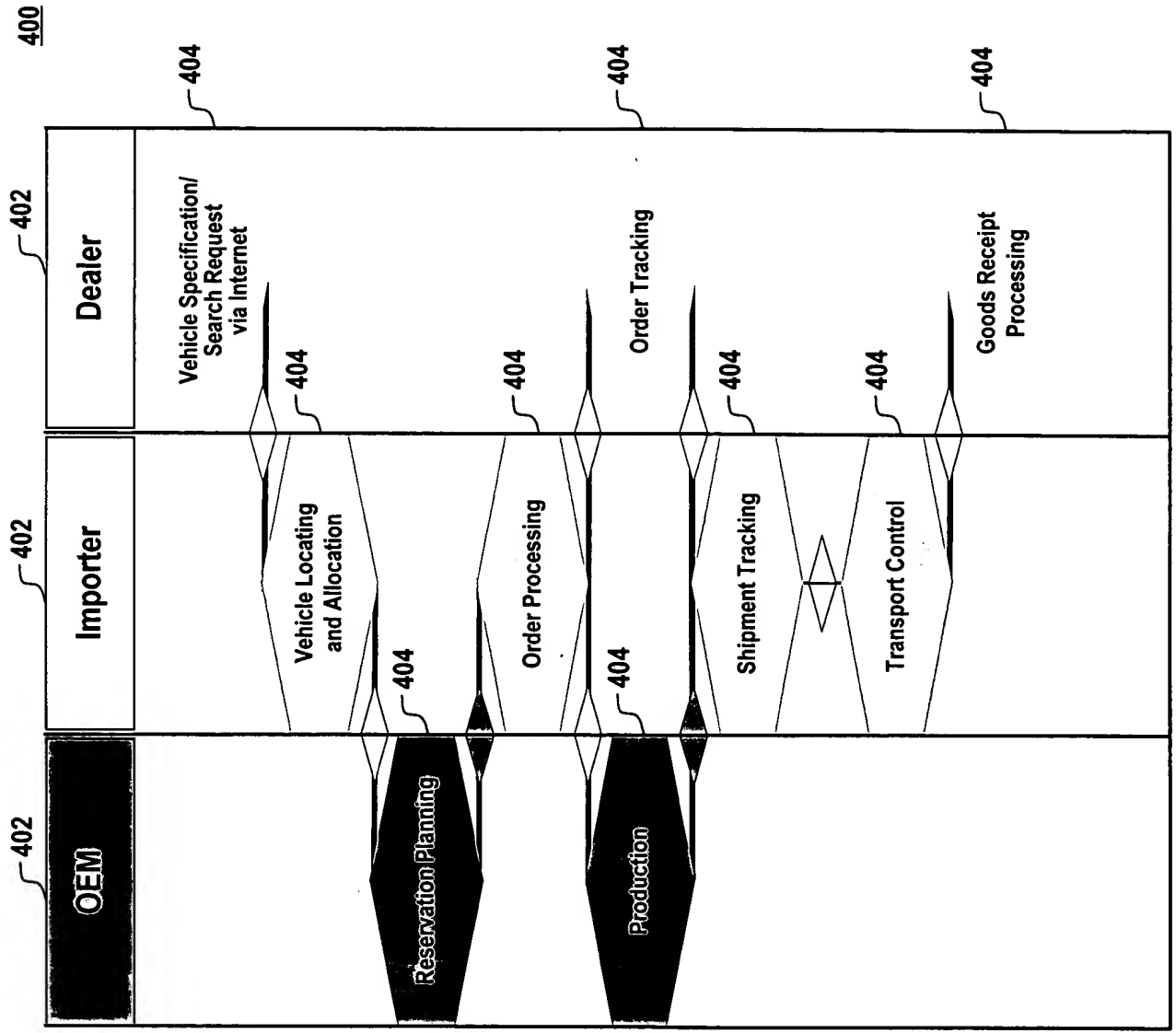


FIG. 4A

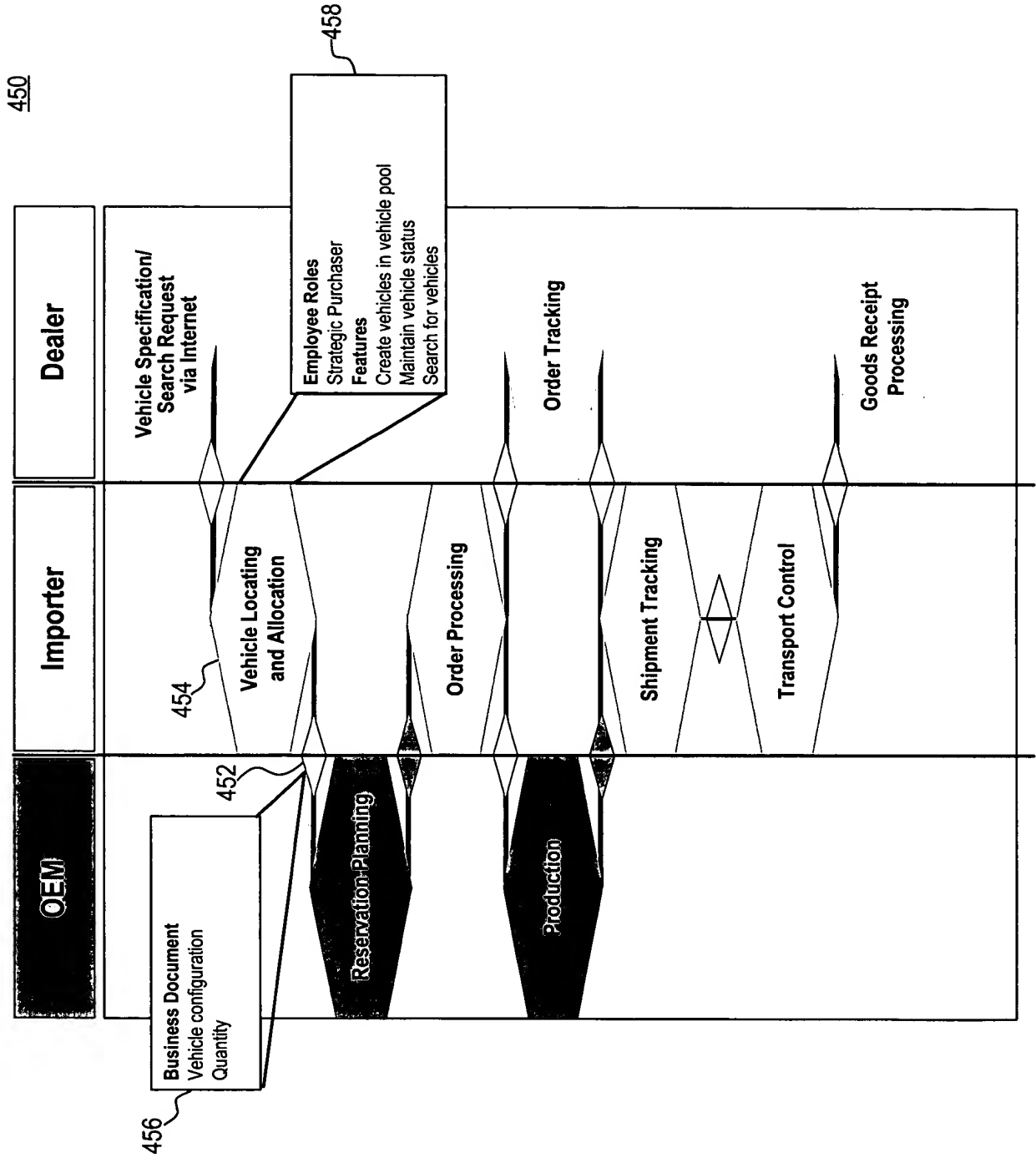


FIG. 4B

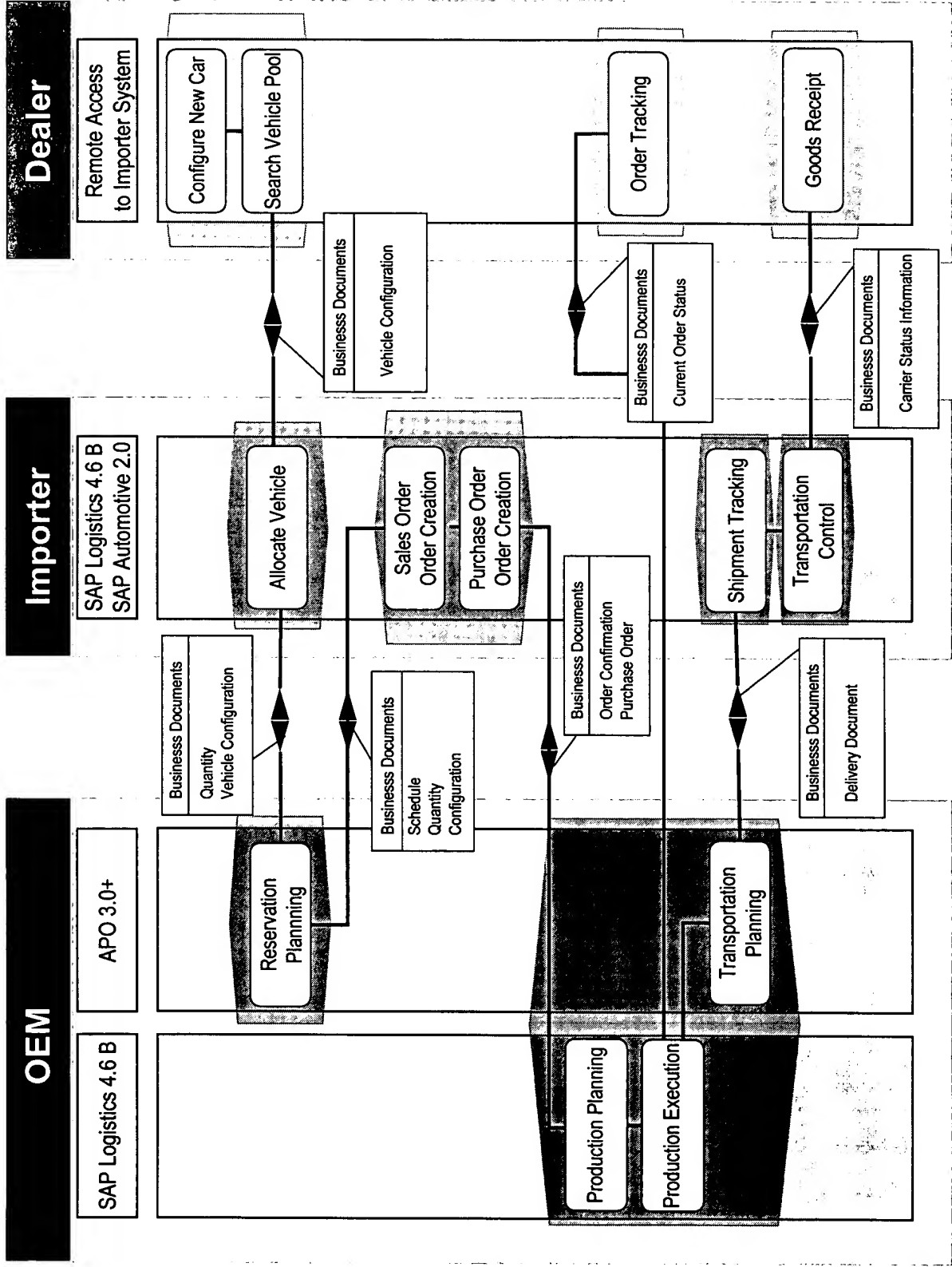


FIG. 5

# SAP Automotive Aftermarket - Edition 2000

## Vehicle Business

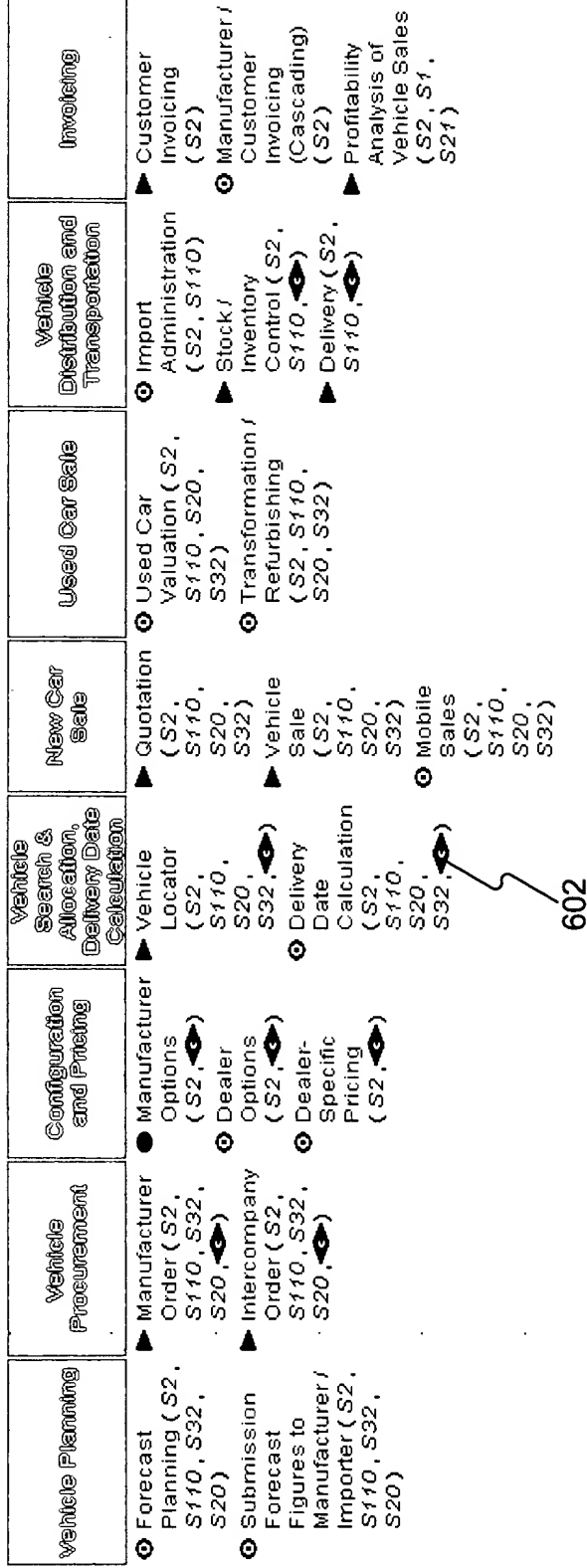


FIG. 6



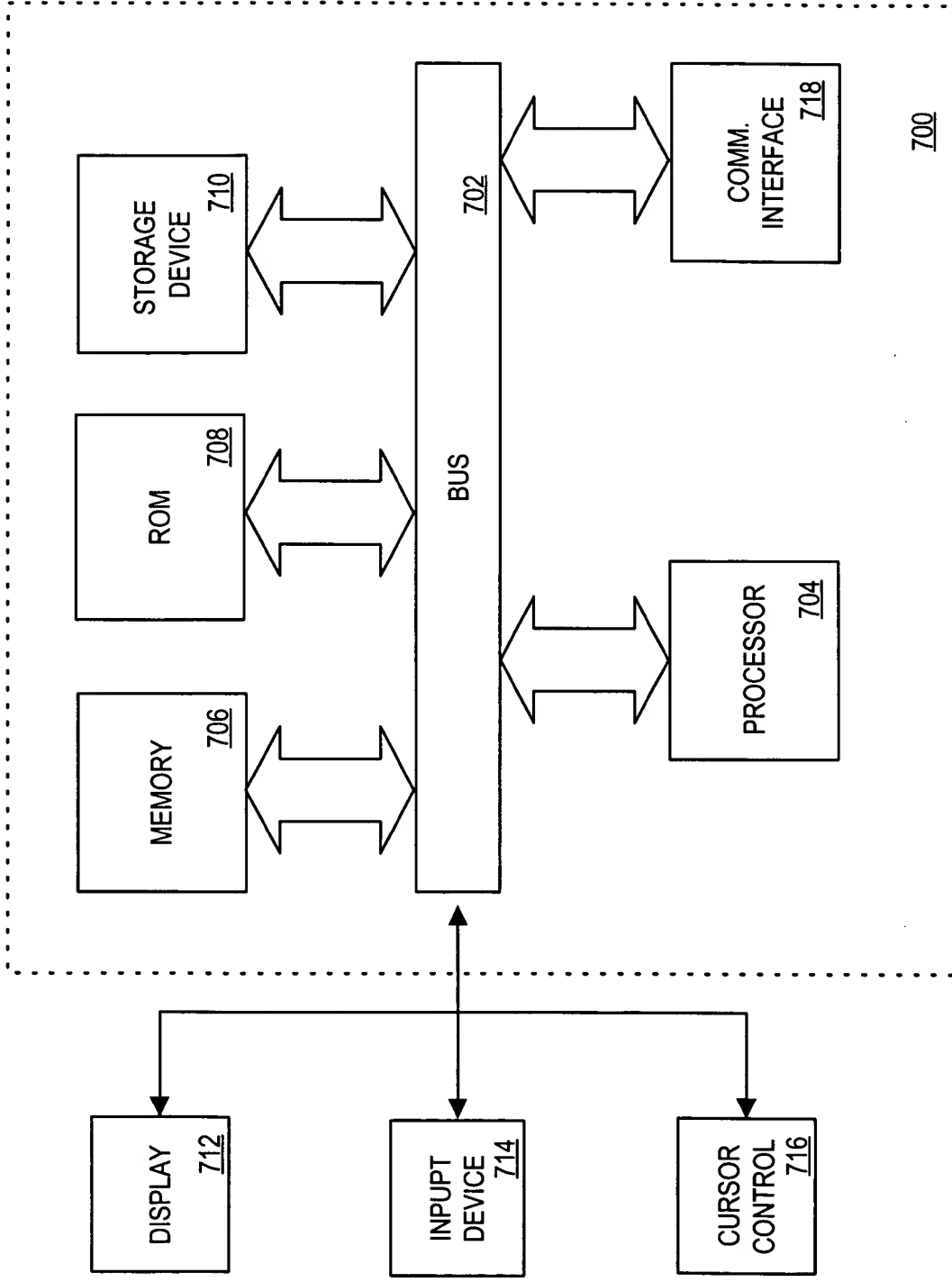


FIG. 7